

# Perennial Real Estate Holdings Ltd



## Financial Results For the Second Quarter and Half Year Ended 30 June 2017

All statements contained in this presentation which are not statements of historical fact constitute “forward looking statements”. These forward-looking statements, including without limitation, those regarding Perennial Real Estate Holding Limited’s financial position and results, business strategy and plans and objectives of management for future operations involve known and unknown risks, uncertainties and other factors which may cause Perennial Real Estate Holdings Limited’s actual results, performance or achievements to be materially different from any future results, performance or achievements expected, expressed or implied by such forward-looking statements. Given the risks and uncertainties that may cause the actual future results, performance or achievements to be materially different from those expected, expressed or implied by the forward-looking statements in this presentation, you are advised not to place undue reliance on these statements.

# **Financial Highlights For The Second Quarter And Half Year Ended 30 June 2017**

# Income Statement (2Q 2017 vs 2Q 2016) – Explanation of Key Income Line Items

S\$'000	2Q 2017	2Q 2016	Change
	1 Apr 2017 to 30 Jun 2017	1 Apr 2016 to 30 Jun 2016	%
<b>Revenue</b>	<b>17,852</b>	<b>24,088</b>	<b>(25.9)</b>
Earnings Before Interest & Tax (“EBIT”)	57,064	18,626	206.4
<b>Profit After Tax less Minority Interest (“PATMI”)</b>	<b>17,124</b>	<b>594</b>	<b>Nm</b>

\*Nm denotes Not Meaningful

## Revenue

- § Revenue for 2Q 2017 was 25.9% lower than the same period last year due to lower project management fees as well as the absence of revenue from TripleOne Somerset as a result of the deconsolidation following the divestment of a 20.2% equity stake on 31 March 2017. The decrease was partially offset by a one-off divestment fee received in respect of the sale of stakes in TripleOne Somerset.

## EBIT

- § Despite the lower revenue, EBIT increased by 206.4% primarily due to the fair value gain of S\$45.5 million on a 100% basis from the revaluation of Xi'an North High Speed Railway Integrated Development Plot 4 (“**Xi'an Plot 4**”). Following a strategic review to hold Xi'an Plot 4 for long-term investment and to lease the various components of the integrated development for rental, the asset was reclassified as an ‘Investment Property’. Talks are currently underway to lease out the hotel component. The increase in EBIT was partially offset by lower share of results and foreign exchange loss.

# Income Statement (1H 2017 vs 1H 2016) – Explanation of Key Income Line Items

S\$'000	1H 2017	1H 2016	Change
	1 Jan 2017 to 30 Jun 2017	1 Jan 2016 to 30 Jun 2016	%
<b>Revenue</b>	<b>38,081</b>	<b>53,574</b>	<b>(28.9)</b>
EBIT	118,512	44,656	165.4
<b>PATMI</b>	<b>55,786</b>	<b>9,066</b>	<b>Nm</b>
<b><u>Analysis of PATMI</u></b>			
Operating PATMI	39,148 <sup>(1)</sup>	1,569	Nm
Net Fair Value Gain	16,638	7,497	121.9
<b>Total PATMI</b>	<b>55,786</b>	<b>9,066</b>	<b>Nm</b>

Note:

(1) Includes the divestment gain from the sale of a 20.2% stake and remeasurement gain of the retained 30% stake in TripleOne Somerset.

\*Nm denotes Not Meaningful

# Income Statement (1H 2017 vs 1H 2016) – Explanation of Key Income Line Items

## Revenue

- § 1H 2017's revenue was mainly contributed by CHIJMES and TripleOne Somerset in Singapore for the first three months as well as Perennial Jihua Mall and Perennial Qingyang Mall in China. The decrease in revenue in 1H 2017 versus 1H 2016 was mainly due to lower project management fees as well as the absence of revenue from TripleOne Somerset as a result of the deconsolidation following the divestment of a 20.2% equity stake on 31 March 2017. The decrease was partially offset by a one-off divestment fee received in respect of the sale of stakes in TripleOne Somerset.

## EBIT

- § Despite the lower revenue, EBIT increased by 165.4% mainly due to the TripleOne Somerset's divestment gain and remeasurement gain totalling approximately S\$55.7 million and the fair value gain of S\$45.5 million on a 100% basis from the revaluation of Xi'an Plot 4. The increase in EBIT was partially offset by lower share of results from joint ventures, arising from the absence of net fair value gain of S\$7.5 million from Chengdu East High Speed Railway Integrated Development Plot D2 ("**Chengdu Plot D2**") and a one-off adjustment from a lease restructuring at Shenyang Red Star Macalline Furniture Mall, lower investment income, and foreign exchange loss.

## PATMI

- § The increase in PATMI was due to the divestment of 20.2% equity stake in TripleOne Somerset and net fair value gain from Xi'an Plot 4, which was partially offset by lower share of results from joint ventures and higher finance cost.

# Income Statement (2Q 2017 vs 2Q 2016) – Revenue and EBIT by Segment

	REVENUE			EBIT			Note
	2Q 2017	2Q 2016	Change	2Q 2017	2Q 2016	Change	
	S\$'000	S\$'000	%	S\$'000	S\$'000	%	
Singapore	3,556	13,436	(73.5)	2,015	9,651	(79.1)	1
China	7,773	6,936	12.1	52,780	8,448	Nm	2
Management Businesses	8,318	6,558	26.8	5,584	3,568	56.5	3
Corporate and Others	22	14	57.1	(3,315)	(3,041)	9.0	
Eliminations	(1,817)	(2,856)	(36.4)	-	-	-	
	<b>17,852</b>	<b>24,088</b>	<b>(25.9)</b>	<b>57,064</b>	<b>18,626</b>	<b>206.4</b>	

\*Nm denotes Not Meaningful

## Notes:

- (1) Revenue and EBIT decreased due to the absence of revenue from TripleOne Somerset as a result of the deconsolidation following the divestment of a 20.2% equity stake on 31 March 2017.
- (2) Revenue was mainly contributed by Perennial Jihua Mall and Perennial Qingyang Mall in China. The higher EBIT was attributable to the fair value gain of S\$45.5 million on a 100% basis from Xi'an Plot 4.
- (3) Revenue and EBIT increased mainly due to a one-off divestment fee from TripleOne Somerset, which were partially offset by lower project management fees recognised in the quarter.

# Income Statement (1H 2017 vs 1H 2016) – Revenue and EBIT by Segment

	REVENUE			EBIT			Note
	1H 2017	1H 2016	Change	1H 2017	1H 2016	Change	
	S\$'000	S\$'000	%	S\$'000	S\$'000	%	
Singapore	13,759	28,250	(51.3)	63,831	19,888	221.0	1
China	15,342	14,582	5.2	57,805	22,636	155.4	2
Management Businesses	13,247	16,346	(19.0)	6,012	7,433	(19.1)	3
Corporate and Others	36	27	33.3	(9,136)	(5,301)	72.3	4
Eliminations	(4,303)	(5,631)	(23.6)	-	-	-	
	<b>38,081</b>	<b>53,574</b>	<b>(28.9)</b>	<b>118,512</b>	<b>44,656</b>	<b>165.4</b>	

## Notes:

- (1) Revenue decreased mainly due to lower project management fees as well as the absence of revenue from TripleOne Somerset as a result of the deconsolidation. 1H 2017 EBIT is mainly contributed by the divestment of a 20.2% equity stake and gain on remeasurement of the 30% retained stake in TripleOne Somerset totalling approximately S\$55.7 million.
- (2) The higher 1H 2017's EBIT was attributable to the fair value gain of S\$45.5 million from Xi'an Plot 4. 1H 2016 included a net fair value gain from Chengdu Plot D2 which was recognised in 1Q 2016.
- (3) Revenue and EBIT decreased mainly due to lower project management fees, which were partially offset by a one-off divestment fee from TripleOne Somerset.
- (4) EBIT was lower mainly attributable to foreign exchange loss on USD monetary asset and lower investment income.

# Capital Management & Key Financial Indicators

# Capital Management and Key Financial Indicators

## Key Financial Ratios

	As at 30 Jun 2017	As at 31 Dec 2016
Net Debt (S\$' 000)	1,929,111	2,489,275
Total Equity (S\$' 000)	3,759,933	3,781,916
Net Debt to Equity Ratio	0.51 <sup>1</sup>	0.66
Net Asset Value per Share (S\$)	1.622 <sup>2</sup>	1.631
Debt-Weighted Average Term to Expiry (years)	1.97	1.75

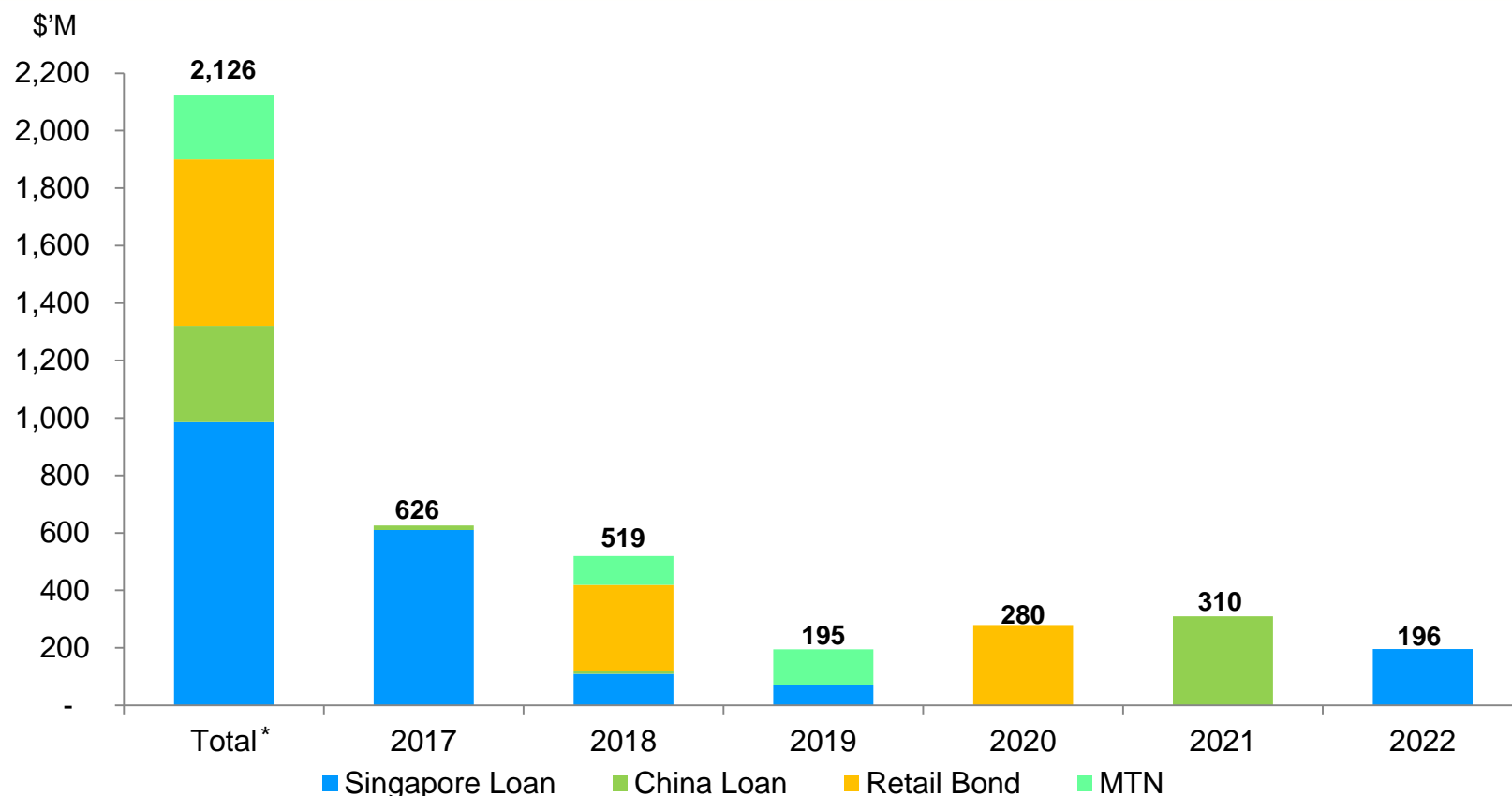
  

	For the Half Year ended 30 Jun 2017	For the Half Year ended 30 Jun 2016
Earnings per Share (cents)	3.35 <sup>1</sup>	0.55
Weighted Average Interest Rate (p.a.)	3.8%	3.5%

### Notes

1. The improved debt-to-equity ratio was attributable to the deconsolidation of TripleOne Somerset following the divestment of a 20.2% stake on 31 March 2017.
2. The lower Net Asset Value per Share was due to translation losses arising from the depreciation of RMB against SGD during the period.

# Debt Maturity Profile – As at 30 June 2017



\*Being gross amount, without amortised transaction costs

1. CHIJMES loan of S\$196 million due in April 2017 has been refinanced and is now due in 2022.
2. The loans due in 2H 2017 relate to loans secured by Perennial Qingyang Mall, Perennial Foshan Mall and Perennial International Health and Medical Hub of S\$226 million, unsecured loans by Perennial Treasury Pte Ltd (“PTPL”) of S\$150 million and secured loans by PTPL of S\$250 million.

# Business Highlights - Singapore

# TripleOne Somerset and AXA Tower – Major Asset Enhancement Works Underway

## Option to Buy Strata Offices with Tenancy at TripleOne Somerset; Execute Balanced Strata Sale and Leasing Strategy at Both Buildings



Artist's Impression

### TripleOne Somerset

- § Total strata sales to-date amount to ~S\$21.6m, with a number of strata office units transacted at an average price of about S\$2,788 per sq ft.
- § Repainting of the façade is 60% completed.
- § Potential buyers are provided with an option to buy strata office units with tenancy.
- § Full suite of works are expected to progressively complete by 2019.



Hoarding along Anson Road

### AXA Tower

- § Total strata sales to-date amount to ~S\$41m, with a number of strata office units transacted at an average price of ~S\$2,559 per sq ft. Units on low-zone and mid-zone were transacted at ~S\$2,450 per sq ft and close to S\$3,000 per sq ft respectively.
- § New tenants, including Crooner Pte. Ltd and Blue Wake Shipping Pte. Ltd., have shifted in, and a number of existing tenants, such as Lazada South East Asia Pte. Ltd. and G&M Pte. Ltd., have taken up additional space in the building.
- § Works at the retail podium fronting Maxwell Road and the establishment of a new two-storey medical annex block are underway.
- § Full suite of works are expected to progressively complete by 2019.

# AXA Tower – Contemplates Enbloc Sale at No Less than S\$1.65 Billion

**Buoyant Office Market Drives Enbloc Sale Enquiries; Attractive Post-AEI Value of ~S\$2,333 per sq ft**

**Current  
Visual of AXA Tower**



**Post-AEI  
Artist's Impression**



§ Perennial-led Consortium intends to appoint JLL and CBRE as joint marketing agents to manage the enbloc sale enquiries.

§ On 31 July 2017, Perennial and its consortium of investors (“**Perennial-led Consortium**”) announced the consideration of the enbloc sale of AXA Tower at no less than S\$1.65 billion, equivalent to ~S\$2,150 per sq ft based on its post-asset enhancement initiative (“**AEI**”) total strata area of about 767,358<sup>1</sup> sq ft.

§ With the AEI cost of S\$140M that is fully debt-funded, which will be borne by the potential new owner, the post-AEI strata value would be about S\$2,333 per sq ft.

§ AXA Tower has received strata subdivision approval, providing flexibility for it to be held as long-term investment or for sale as individual strata units.

§ Development scheme will create additional areas of ~106,000 sq ft, increasing the development’s post-AEI total strata area to ~767,358<sup>1</sup> sq ft. AXA Tower still has unutilised gross floor area of ~185,850 sq ft post-AEI which can be harnessed to create value.

§ Works include increasing the footprint of the retail podium to ~60,000 sq ft, building a new 32,000 sq ft two-storey annex block to house medical suites, upgrading the lifts with destination control system and elevating the main entrance to street level with a new office lobby.

<sup>1</sup> Excluding the strata areas sold to-date

# Acquisition of 33.5% Stake in United Engineers & Up To 29.9% Stake in WBL for Total Consideration of S\$729.7M



- § On 13 July 2017, Perennial, together with two of its sponsors, Mr Kuok Khoon Hong and Wilmar International Limited, Yanlord Land Group Limited, as well as a private investor, have through their respective nominees or subsidiaries established a special purpose vehicle, Yanlord Perennial Investment (Singapore) Pte. Ltd. (“**Consortium**” or “**Offeror**”) to acquire an aggregate 33.5% stake in United Engineers Limited (“**United Engineers**” or “**UEL**”) at S\$2.60 per UEL Share<sup>1</sup> from Oversea-Chinese Banking Corporation Limited, certain subsidiaries of Great Eastern Holdings Limited and other vendors (“**Vendors**”), triggering mandatory offers for the remaining UEL Shares<sup>1</sup> in UEL at the same price (the “**Offers**”). Perennial has an effective 32.5% stake in the Offeror.
- § The Consortium also acquired a 10.0% stake in WBL Corporation Limited (“**WBL**”) at S\$2.07 per WBL Share, and may, subject to certain conditions, subsequently acquire another 19.9% stake at the same price, from certain of the Vendors.
- § **Proposed Transactions:** Mandatory conditional cash offer triggered for UEL Ordinary Shares at an offer price of S\$2.60 for each UEL Ordinary Offer Share / Mandatory unconditional cash offer triggered for UEL Preference Shares at an offer price of S\$2.60 for each UEL Preference Offer Share / Possible mandatory unconditional cash offer for WBL Ordinary Shares at an offer price of S\$2.07 for each WBL Offer Share, subject to the satisfaction of the chain offer condition.
- § UEL is a Singapore Mainboard-listed company with key business activities in property rental and hospitality, property development, and engineering, distribution and manufacturing. UEL owns 67.6% of WBL, an unlisted public company with similar principal activities to its parent.
- § With UEL’s property businesses mainly in Singapore and China, the Proposed Transactions will allow Perennial to strengthen its position in existing markets, and through strategic review of the business and operations of UEL, uncover areas of long-term value for all stakeholders.
- § The Offer documents were dispatched to UEL’s shareholders on 1 August 2017 and the Offer will close at 5.30pm on 29 August 2017, or such later date(s) that may be announced from time to time by or on behalf of the Offeror.

1. Comprising both ordinary and preference shares.

# Business Highlights – China

# Chengdu HSR Integrated Development – Bird's Eye View (Artist's Impression)



# Perennial International Health and Medical Hub, Chengdu – Development Progress Update

## Mini Anchor Tenants have Commenced Fitting-Out Ahead of Planned Opening in 4Q 2017

Artist's Impression



On-Site Photo



- § Total committed occupancy for the 280,000 sqm development stands at ~62%.
- § Mini anchor tenants, including, St. Stamford Plastic Surgery and Aesthetic Hospital, Perennial International Specialist Medical Centre, AND Maternal and Child Health Centre and Gu Lian Rehabilitation and Nursing Centre, have commenced fitting-out works.
- § The development is expected to commence operations progressively from 4Q 2017.



# Perennial International Health and Medical Hub, Chengdu – Secured BGI (华大基因) as New Anchor Tenant

## Renowned Genome Sequencing Organisation Further Strengthens Suite of Medical Offerings



- § Secured BGI (华大基因), which is expected to take up ~5,000 sqm of space, as one of the anchor tenants at Perennial International Health and Medical Hub (“PIHMH”).
- § BGI (华大基因) is one of the largest genome sequencing organisations in the world focusing on research and applications in healthcare, agriculture and environmental industries. BGI is also responsible for establishing the first gene pool in China.
- § The addition of BGI will expand the suite of medical and healthcare-related offerings at PIHMH, reinforcing its standing as a regional healthcare facility that will serve the community of Sichuan Province.
- § BGI (华大基因) is expected to commence operations in 4Q 2017.

# Perennial International Health and Medical Hub, Chengdu – Perennial International Specialist Medical Centre



## Successful Completion of Show Suites Ahead of Sponsorship Marketing Campaign



# Perennial International Health and Medical Hub, Chengdu – Perennial International Specialist Medical Centre



## Major Sponsorship Initiative to Increase Awareness and Showcase Comprehensive Suite of Top Class Facilities



- § Perennial International Specialist Medical Centre ("**Perennial Specialist Centre**") is positioned as a one-stop premier comprehensive specialist medical centre in China. A major marketing campaign was launched to coincide with the Third China Doctor Group Conference which was held in Chengdu on 23 June 2017. Perennial was the Main Sponsor of the conference.
- § The conference attracted over 1,500 participants, including renowned doctors from many parts of China. The attendees also toured Perennial Specialist Centre's newly completed Show Suites.
- § Perennial Specialist Centre is expected to commence operations in 4Q 2017.

# Chengdu East HSR Integrated Development Plot D2 – Development Progress Update

## Façade Works for Last of Six Towers in Progress

Artist's Impression



On-Site Photo



- § Façade works for five out of six towers have been completed and works for the last tower is expected to complete in 3Q 2017.
- § Internal fitting out works for Chengdu Xiehe International Eldercare and Retirement Home (“**Chengdu Xiehe Home**”) continued to progress.
- § Chengdu Xiehe Home is expected to commence operations in 2Q 2018. The delay was attributable to the longer than expected approval process taken to incorporate nursing home services at the high-rise facility.

# Beijing Tongzhou Integrated Development – Development Progress Update

## Fire Safety Bureau Plan Approval Obtained for Two of Six Plots

Artist's Impression



On-Site Photos



- § Construction works continued to progress on-site with Fire Safety Bureau Plan approval obtained for two of six plots.
- § Basement works are partially completed for Phase 2.
- § Beijing Tongzhou Integrated Development Phases 1 and 2 are expected to complete by 2020 and 2019 respectively.

# Xi'an North HSR Integrated Development – Development Progress Update

## Construction Works on Plot 4 Made Good Progress



On-Site Photo

- § Construction works continued to progress well on-site.
- § Majority of the works on Plot 4 have reached Level 3.
- § Excavation works are progressing on Plot 5.
- § Plot 4 and Plot 5 are expected to complete in 2018 and 2019 respectively.



Artist's Impression may differ from the actual view of the completed property.

# Shenyang Longemont Integrated Development and Suburban Shopping Malls in Foshan and Chengdu

Operational Retail Portfolio Committed Occupancy at ~ 69.4%;  
Overall Portfolio Committed Occupancy at ~ 67.5%

## Shenyang Longemont Shopping Mall

- Committed occupancy increased marginally from ~83% to 84%.
- Continued to execute proactive leasing strategy to enhance tenant mix.

## Shenyang Red Star Macalline Furniture Mall

- Committed occupancy decreased from ~59% to ~44% as master lease tenant, Red Star Macalline, restructured their lease with a reduced floor area to make way for the repositioning of the West Wing into a medical and healthcare centre.

## Shenyang Longemont Offices

- Overall committed occupancy decreased marginally from ~64% to ~62%.
- Tower One and Tower Two registered an effective occupancy of 51.2% and 72.6% respectively.
- The new 'Co-Work Space' concept located on Level 38 of Tower 2 opened for business in July 2017. 14 new tenants were secured and the leasing team continues to actively market to SMEs and entrepreneurs.

## Perennial Jihua Mall, Foshan and Perennial Qingyang Mall, Chengdu

- Perennial Jihua Mall and Perennial Qingyang Mall achieved committed occupancy of ~99% and ~100% respectively.



Co-Work Space at Shenyang Longemont Offices



Co-Work Space at Shenyang Longemont Offices



Perennial Jihua Mall, Foshan

# Business Highlights – Emerging Markets

# The Light City, Penang, Malaysia

## Landmark Waterfront Development Officially Unveiled in 2Q 2017



THE  
LIGHT  
CITY

- § On 9 May 2017, The Light City, an integrated waterfront development sited on 32.76 acre of freehold land in Penang, was officially unveiled at a ceremony which was graced by the Chief Minister of Penang, Y.A.B Tuan Lim Guan Eng.
- § The development, with a total gross floor area of about 4.1 million square feet, will comprise a retail mall, Penang's largest convention centre, Penang Waterfront Convention Centre ("**PWCC**"), two hotels to be operated by renowned hotel brands, a high quality office tower, as well as two premium residential projects, named as *Mezzo* and *The Essence*.
- § Preliminary works, including test piles, have been completed, and the tenders for piling and substructure were called.
- § Construction is expected to commence in 2017 and complete in 2021.

## One of the Most Iconic Developments in Malaysia; PWCC will be the Largest Convention Centre in Penang



### Retail Mall

- § Five-storey retail mall, measuring ~1.5 million in GFA, with shopping, entertainment and lifestyle options.
- § Offer the best of top retail experiences from around the world, while celebrating the heritage and culture of Penang within a comfortable air-conditioned environment.
- § Impressive array of shopping and entertainment selections, ranging from iconic flagship stores and immersive theme streets, to exclusive fashion and lifestyle brands, and new-to-market concepts.
- § Signature local and international cuisines and al-fresco dining along waterfront promenade.

### PWCC

- § Sitting atop the retail mall and measuring ~270,000 sq ft in GFA, PWCC will be the largest convention centre in Penang.
- § Two-level event space will comprise a Multi-Purpose Hall measuring 76,000 sq ft, a grand ballroom with a seating capacity for 800 guests, and pre-function areas with spectacular sea views.
- § Equipped with fibre optics and Wi-Fi infrastructure, providing endless access to new digital solutions and unrivalled online connectivity.

### Hotel

- § Two hotels with 745 rooms in a 37-storey tower, which seamlessly connects to PWCC, the office tower and the retail mall.

### Office

- § A 28-storey high quality office tower with a net leasable area of ~370,000 sq ft.

### Residential

- § Mezzo The Light City will comprise two 34-storey residential towers with 456 units in spacious built-up sizes, while The Essence will comprise two 37-storey residential towers with 315 units with contemporary façade design.



Artist's Impressions may differ from actual view of the completed properties.

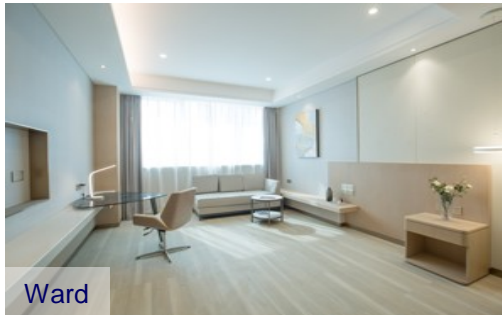
# **Business Highlights – Healthcare services**

# St. Stamford Plastic Surgery & Aesthetic Hospital@ Perennial International Health and Medical Hub, Chengdu



## Renovations are Underway and Expected to Complete in 4Q 2017

- § Chengdu St. Stamford Plastic Surgery and Aesthetic Hospital, part of St. Stamford International Medical, is a 30-bed facility positioned as a premium one-stop centre providing plastic surgery, aesthetic medical and dental services by highly qualified local and international doctors.
- § The 8,400 sqm facility will be St. Stamford International Medical's first foray into Chengdu.
- § The Show Suites were completed in June 2017 and renovation works are expected to complete in 4Q 2017, ahead of the hospital's expected commencement of operations in the same quarter.



Ward



Corridor



Ward



Consultation Room



Consultation Room



Consultation Room

## Renovations are Underway and Expected to Complete in 4Q 2017

- § AND Maternal and Child Health Centre, Chenghua, operated by Aidigong, is set to become the largest maternal and child health centre in Chengdu with 80 beds in a 8,300 sqm facility.
- § The centre is positioned as a premium one-stop destination providing a comprehensive suite of specialised post natal and neonatal services for new mothers and newborns.
- § Renovations are expected to complete in 4Q 2017 ahead of the expected commencement of operations in the same quarter.



Artist's Impressions may differ from the actual view of the completed property.

# Renshoutang – Extending Presence into a New City, Zhenjiang

## Two New Eldercare and Retirement Homes Slated for Completion in 3Q 2017

- § Renshoutang currently operates 2,776 beds and has a committed pipeline of over 5,500 beds and pipeline under negotiation of over 13,000 beds.
- § The upcoming 502-bed Zhenjiang Jurong Eldercare and Retirement Home, which includes a 92-bed Nursing Home, and 300-bed Zhenjiang Yixian Eldercare and Retirement Home are currently fitting out and expected to commence operations in 3Q 2017.
- § The two new facilities will extend Renshoutang's operating presence beyond its stronghold in Shanghai.



Zhenjiang Jurong Eldercare and Retirement Home



Zhenjiang Yixian Eldercare and Retirement Home



# Ming Yi Guan 明医馆 – Perennial's First Healthcare Business in Singapore

Singapore's First and Largest Premier Integrated TCM Treatment Facility  
Located at the Gazetted National Monument, House of Tan Yeok Nee

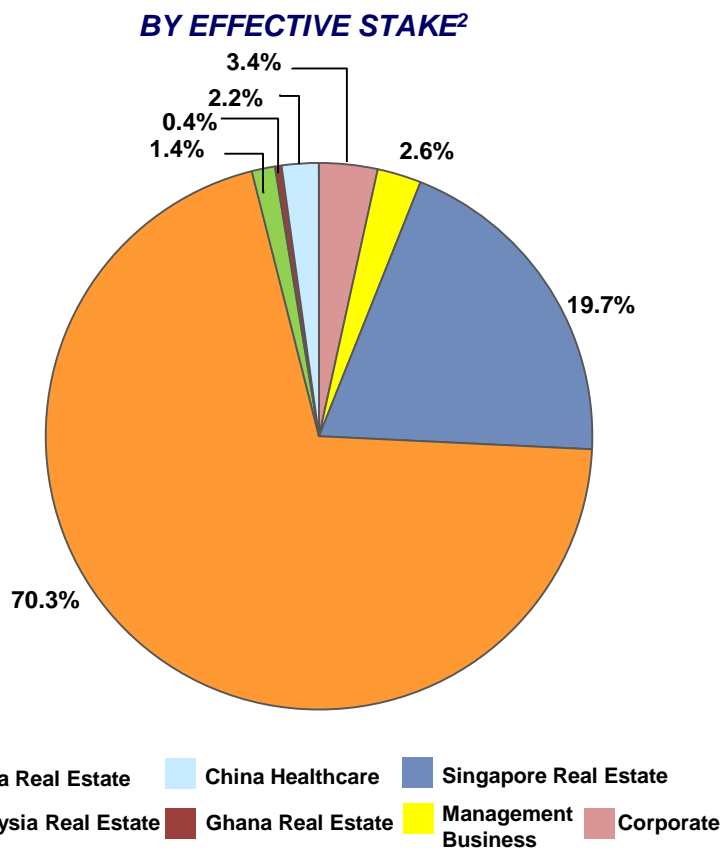
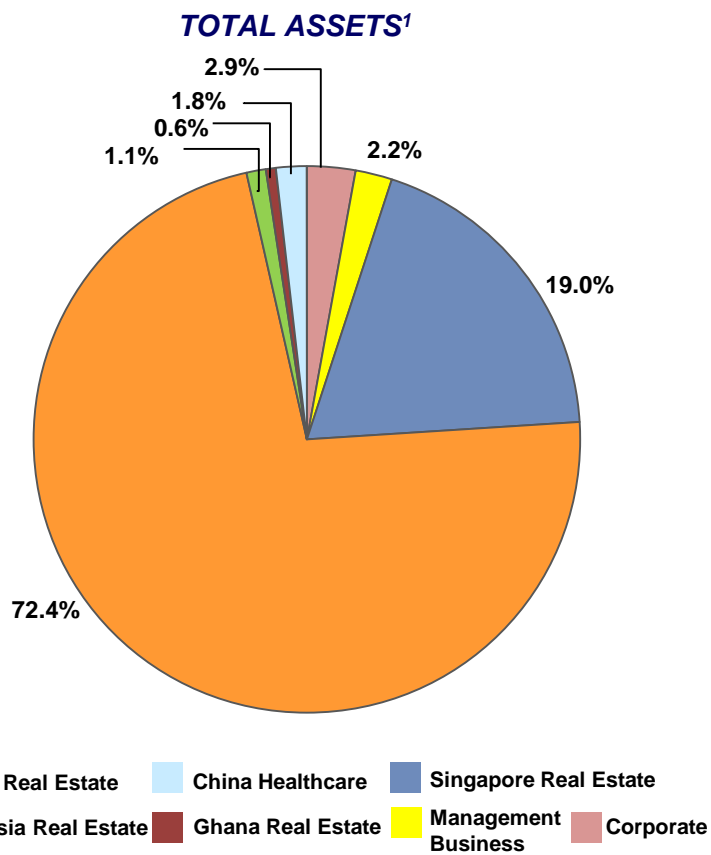


- § On 3<sup>rd</sup> June 2017, Perennial entered into a Strategic Partnership Agreement with Beijing Hospital of Traditional Chinese Medicine (“**TCM**”) (北京中医医院) to jointly set up Ming Yi Guan, *in partnership with Beijing Hospital of TCM* (北京中医医院明医馆) (“**Ming Yi Guan 明医馆**”) at the House of Tan Yeok Nee located in Singapore's Orchard Road precinct.
- § Beijing Hospital of TCM is the only Beijing municipal-governed and highest grading (Grade 3A) comprehensive TCM hospital in Beijing city. Ming Yi Guan 明医馆 is Beijing Hospital of TCM's first treatment facility outside of China, and in South East Asia.
- § Under the Strategic Partnership, Beijing Hospital of TCM will second a team of senior Chinese TCM physicians to Ming Yi Guan 明医馆 on a rotational term. Ming Yi Guan 明医馆 is managed by Perennial TCM Management Pte. Ltd.
- § In addition to TCM treatments, Ming Yi Guan 明医馆 offers a holistic suite of services, including customised prescription of Chinese herbal medicine, medicinal herb brewing, packing and delivery services, acupuncture, moxibustion and tuina.
- § The TCM facility also hosts an event hall and an auditorium, where regular health talks and exhibitions can be conducted to educate the public and raise the awareness and knowledge of TCM in Singapore.
- § The Strategic Partnership supports China's 'One Belt, One Road' development strategy to internationalise trade through regional collaboration. Ming Yi Guan 明医馆 serves as an excellent platform to elevate the understanding of TCM's origin and culture in Southeast Asia, and further develop the Southeast Asia economic corridor through strengthening TCM trade.

# Strategic Highlights

# Total Asset Composition – By Business

Real Estate Business Complemented by Asset-Light Healthcare Business;  
Strength in Diversity, Growth in Synergy

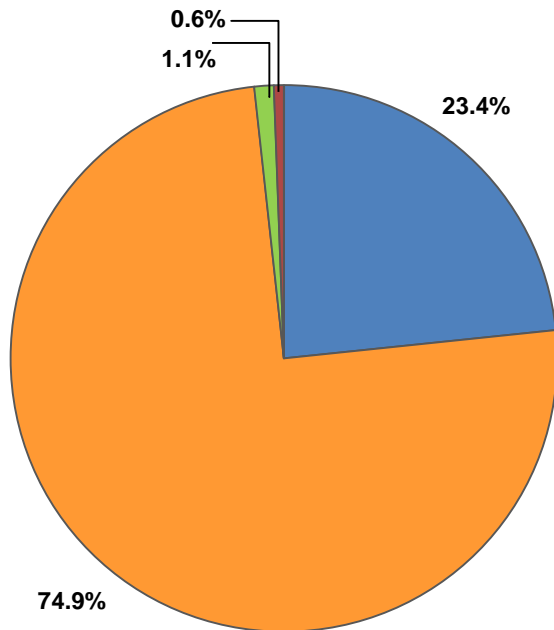


1. Represents assets which are consolidated and equity accounted in accordance to the Singapore Financial Reporting Standards.
2. Represents assets computed via the Company's shareholdings.

# Total Asset Composition – By Country

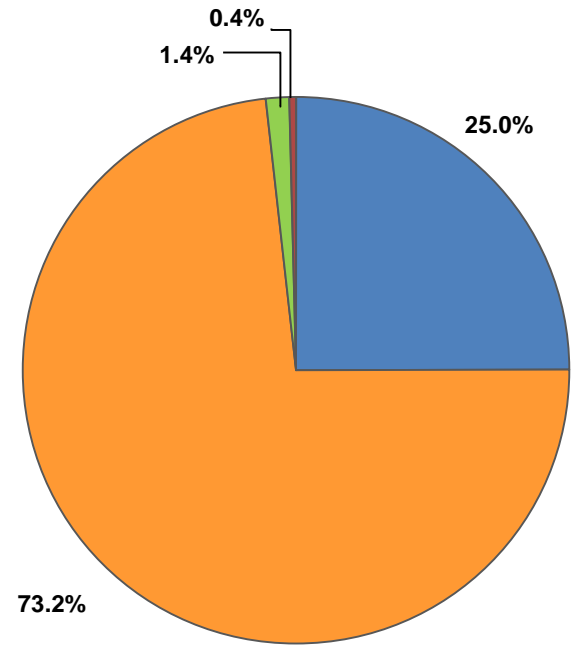
Focus on Two Core Markets –  
Effective Stake China (~73%) and Singapore (~25%)

**TOTAL ASSETS<sup>1</sup>**



China Singapore Malaysia Ghana

**BY EFFECTIVE STAKE<sup>2</sup>**



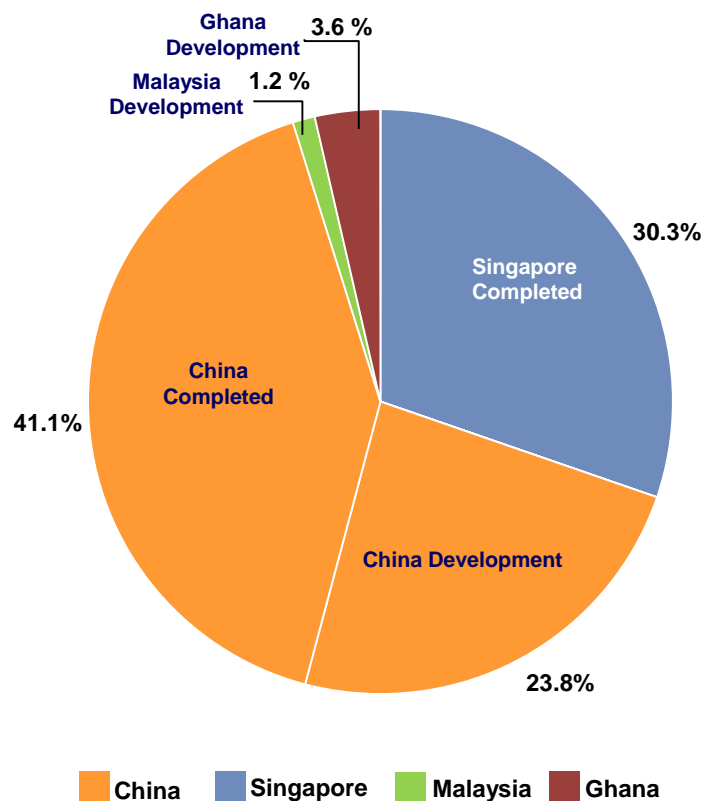
China Singapore Malaysia Ghana

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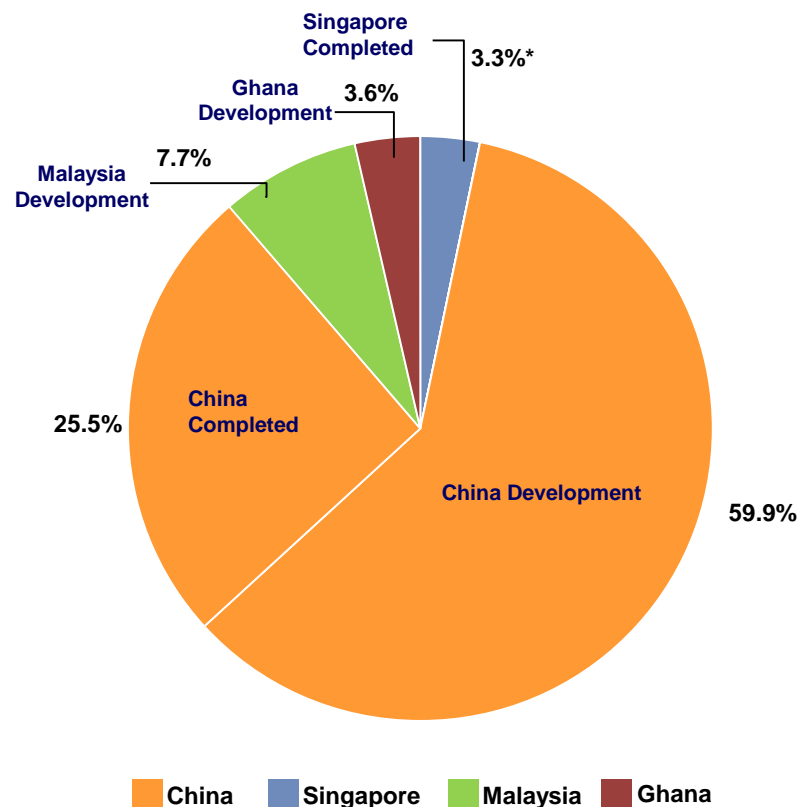
# Total Real Estate Portfolio Composition – By Total Property Value and By Total GFA

Completed Assets which Account for ~71% of Property Value Provide Income Stability  
China Developments Account for ~24% of Property Value & ~60% of GFA Present Significant Growth Potential

**TOTAL PROPERTY VALUE**  
(Effective Stake Basis)



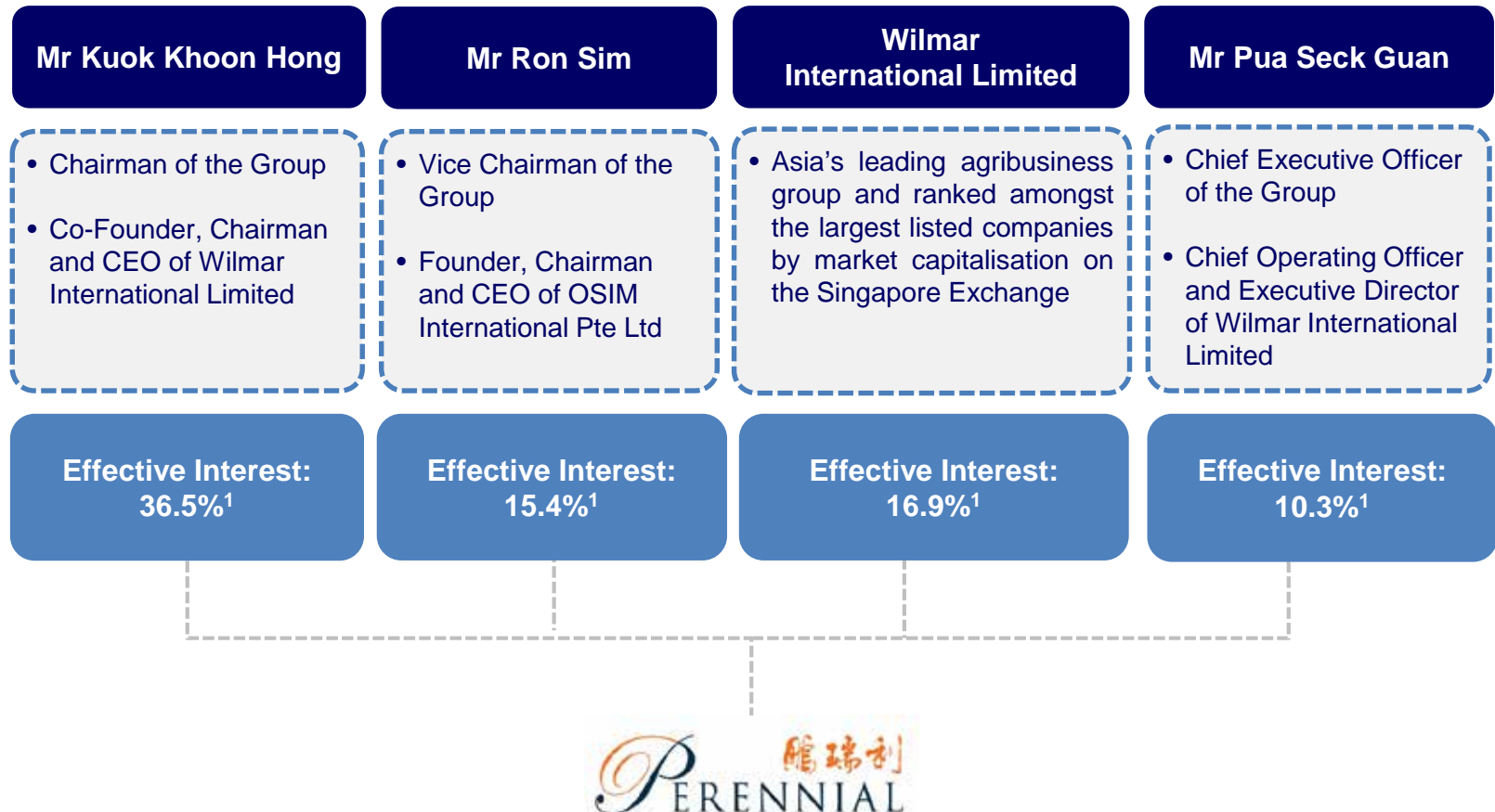
**TOTAL GROSS FLOOR AREA ("GFA")**  
(Attributable GFA Basis)



\*Strata area is used for calculation of AXA Tower and TripleOne Somerset

# Strong Long Term Sponsors with Extensive Network and Business Experience

**Perennial's Four Key Sponsors Own an Aggregate Effective Ownership of 79.1%<sup>1</sup>**



1. As at 31 March 2017.

***THANK YOU***

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